

credit forms sent back to us –

- standard app (for traditional invoicing; terms are Net 30)
- charge card authorization (VISA, MasterCard or AmEx)

I'd help get things set up with you, and then turn everything over to our CSS group for fulfillment. They'll become your main point of contact going forward for all day-to-day communication and production coordination.

I think that covers pretty much everything at this point, but please let me know if you have any questions or need additional information.

Regards – Darryn

From: Sal DiMario [<mailto:delsoa@dmv.com>]

Sent: Wednesday, June 11, 2014 3:54 PM

To: Darryn Cleary

Subject: Re: Quote (VITAC - Delaware Standardbred Owners Association, Inc.)

Darryn; I apologize for the delay but I was out of the office this morning and it took a few minutes to gather the info you requested? Yes the show has 52 episodes annually, unless we are pre-empted by the network which happens rarely but it can happen? We would send you as the source video a digital file in AVI format, and you would return directly to WBOC a CC encoded digital file in AVI format. We would send you the digital file on Wednesday each week and would want the return file at WBOC by Friday afternoon> I hope this answers all your questions, Thanks, Sal.

On 6/10/2014 5:46 PM, Darryn Cleary wrote:

Hi, Sal --

Good to hear from you. A few questions to help us get you the best pricing --

- Will you have 52 x 30:00 episodes / year, or are there off weeks where there is no show?
- What would you send to us as the source video – a tape or digital file (for either, what format)?
- What would you need us to return as the deliverable – a CC-encoded tape or digital file (for either, what format), or just a CC file for you to insert into your NLE system / encode yourself?
- When would we get the show each week?
- What kind of turnaround is needed?
- Would you want the finished / CC'd version to be sent back to you or directly to WBOC?

Thanks – Darryn

Darryn Cleary
Senior Vice President of Sales
VITAC
A Merrill Communications Company
Captioning. Done. Right.
101 Hillpointe Drive

RE: Quote (VITAC - Delaware Standardbred Owners Association, Inc.)

Canonsburg, PA 15317
Office: 724-514-4081
Cell: 412-997-0131
www.vitac.com

[VITAC on YouTube](#)

This message is intended only for the use of the Addressee and may contain information that is PRIVILEGED and CONFIDENTIAL. If you are not the intended recipient, you are hereby notified that any dissemination of this communication is strictly prohibited. If you have received this communication in error, please erase all copies of the message and its attachments and notify us immediately.

-----Original Message-----

From: Sal DiMario [<mailto:delsoa@dmv.com>]
Sent: Tuesday, June 10, 2014 2:00 PM
To: Darryn Cleary
Subject: Quote

Darryn;

I am interested in getting a closed caption quote that is specific for a weekly half hour television show that my association produces about harness racing on the Delmarva Peninsula. The name of the show is "Post Time" and it airs at 11:30 a.m. on Sunday mornings on WBOC in Salisbury, Maryland.

Please let me know what information you need to prepare this quote.

Thanks,

Sal DiMario
Executive Director
Delaware Standardbred Owners Association, Inc.
830 Walker Square, Suite 11-2
Dover, DE 19904.

Exhibit C



NATIONAL CAPTIONING INSTITUTE
 3725 Concorde Parkway, ste 100 Chantilly, VA 20151
 PH: 703-917-7600 FX: 703-917-9853

JOB QUOTE

Prepared by: Lydy Pinzon-Dadley
ldadley@ncicap.org
 direct ph. 703-917-7611; fax 703-917-9853

Date: 6/11/2014
Client: Delaware Standardbred Owners Association, Inc.
Contact: Salvatore DiMario
Phone: (302) 678-3058
Email: delsoa@dmv.com



**NATIONAL
 CAPTIONING
 INSTITUTE
 INCORPORATED**

PROGRAM Title: Post Time
Episodes/Length Weekly -- 30 minutes/per episode
Format master: SD DVCPRO
Format Deliver: SD DVCPRO
CAPTION Type: Offline time roll-up closed captioning

<u>Service</u>	<u>Rate</u>	<u>per</u>	<u>Amount</u>	<u>Comments</u>
Captioning - TY Roll-up captioning	\$350.0	hour	\$175.00	Program hour prorated to the quarter hour
Encode to SD SD DVCPRO	\$112.5	tape	\$112.50	16-30 minute tape
Check/proof file**	\$0	file	\$0.00	Text file from captions for client review
Shipping ***		shipment		
Estimated total		episode	\$287.50	

* Hourly charges are per PROGRAM hour.

Additional hours captioned after the actual work has been completed will be billed based on existing rate agreements.

**A proof file is recommended. If no proof file is provided, NCI may charge for changes after final encoding occurs.

Additional work performed will be billed based on existing rate agreements

*** Please provide shipping account information (Fed Ex, UPS, etc.) to avoid shipping charges.

Carrier _____ Account No. _____



NATIONAL CAPTIONING INSTITUTE
 3725 Concorde Parkway, ste 100 Chantilly, VA 20151
 PH: 703-917-7600 FX: 703-917-9853

JOB QUOTE

Prepared by: Lydy Pinzon-Dadley
 ldadley@ncicap.org
 direct ph. 703-917-7611; fax 703-917-9853



Date: 6/11/2014
Client: Delaware Standardbred Owners Association, Inc.
Contact: Salvatore DiMario
Phone: (302) 678-3058
Email: delsoa@dmv.com

PROGRAM	Title:	Post Time
	Episodes/Length	Weekly -- 30 minutes/per episode
	Format master:	SD DVCPRO
	Format Deliver:	SD DVCPRO
CAPTION	Type:	Offline POP-ON closed captioning

<u>Service</u>		<u>Rate</u>	<u>per</u>	<u>Amount</u>	<u>Comments</u>
Captioning - TYPE	centered POP-ON	\$450.0	hour	\$225.00	Program hour prorated to the quarter hour
Encode to SD	SD DVCPRO	\$112.5	tape	\$112.50	16-30 minute tape
Check/proof file**		\$0	file	\$0.00	Text file from captions for client review
Shipping ***			shipment		
Estimated total			episode	\$337.50	

* Hourly charges are per PROGRAM hour.

Additional hours captioned after the actual work has been completed will be billed based on existing rate agreements.

**A proof file is recommended. If no proof file is provided, NCI may charge for changes after final encoding occurs.

Additional work performed will be billed based on existing rate agreements

*** Please provide shipping account information (Fed Ex, UPS, etc.) to avoid shipping charges.

Carrier _____ Account No. _____

Subject: RE: Answers to Your Questions
From: "Lydy Pinzon-Dadley" <LDadley@NCICAP.org>
Date: 6/11/2014 5:29 PM
To: "Sal DiMario" <delsoa@dmv.com>

Hi Sal,

My apologies for the delay. There are 2 types of captioning we can provide (Roll up captioning and pop-on captioning). Attached is the estimated quote for both styles.

Our standard turnaround is 5-7 business days. We won't be charging rush fees if we have at least 4 business days (We receive the tape on Mondays AM, and we deliver captioned tape on Fridays). If the turnaround is less than 4 business days, the rush fee is 25%.

Please let me know if you have any questions.

Thanks,
Lydy

-----Original Message-----

From: Sal DiMario [<mailto:delsoa@dmv.com>]
Sent: Tuesday, June 10, 2014 11:35 AM
To: Lydy Pinzon-Dadley
Subject: Re: Answers to Your Questions

I believe that it is SD and yes it would have to be the same format for the caption version. Thanks, Sal.

On 6/9/2014 4:57 PM, Lydy Pinzon-Dadley wrote:

Thank you. Sorry, two more questions. Is the final source DVC Pro HD

or SD? And I'm assuming you would need the same format for the caption version?

Thanks,
Lydy

-----Original Message-----

From: Sal DiMario [<mailto:delsoa@dmv.com>]
Sent: Monday, June 09, 2014 3:44 PM
To: Lydy Pinzon-Dadley
Subject: Re: Answers to Your Questions

Yes we would? As this show has relevant news from the racing industry if we couldn't get it done on that schedule the show would lose its relevance? Thanks, Sal.

On 6/9/2014 3:01 PM, Lydy Pinzon-Dadley wrote:

Hi Sal,

Thank you for the prompt reply. In terms of logistics, it takes us about 3-5 business days for captioning and encoding. If the show airs every Sunday, this means we would need to have the final source

RE: Answers to Your Questions

DVC
Pro

each Monday before airdate. Would you be sending 1 show a week?

Thanks,
Lydy

-----Original Message-----

From: Sal DiMario [<mailto:delisoa@dmv.com>]

Sent: Monday, June 09, 2014 1:41 PM

To: Lydy Pinzon-Dadley

Subject: Answers to Your Questions

Lydy; I hope this information will be helpful? The specific show is
"Post Time" and it airs from 11:30 a.m. to noon, every Sunday morning
on

WBOC in Salisbury, Maryland. I believe that we would need "offline"
or prerecorded captioning and the source or format is DVC Pro? I hope
that

helps, feel free to contact me if you need additional info? Please
reference the show by title in the quote, Thanks, Sal.

Attachments:

DMV.ccquote 2014.TRU.pdf

133 KB

DMV.ccquote 2014.Pop.pdf

120 KB

Exhibit D



Salvatore DiMario
Delaware Standardbred Owners Association Inc.
830 Walker Square
Suite 11-2
Dover, Delaware 19904
June 17, 2014

Dear Sal:

We received your letter of June 11th regarding your petition pending before the F.C.C. requesting an exemption from closed captioning for "Post Time." Your efforts on this matter are certainly respected and we hope that they will ultimately result in a favorable decision for the DSOA. With regards to your two requests:

1) Would WBOC help fund the costs for "Post Time" closed captioning?

Because of our partnership with the DSOA, WBOC has maintained the same rate for "Post Time" for many years even though the network has reduced the amount of available inventory we have for sale for Paid Programming and we have increased the rates in other time periods. Assisting in funding the costs for closed captioning would result in reducing the net revenue for the program that we are currently receiving and further reduction in revenue for that time slot based on the market value. Therefore, we would decline on helping to fund the costs for "Post Time" closed captioning.

2) Would WBOC provide "Post Time" with closed captioning free of charge?

WBOC does not have the ability to provide closed captioning for "Post Time." It's not a matter of charging for it or doing it for free, we simply do not have the equipment or software to provide the service at this time.

If we can be of additional assistance please let me know.

Sincerely,

Dave Speicher
General Sales Manager

1729 N. Salisbury Blvd.
Salisbury, MD 21801
(410) 749-1111
FAX (410) 543-2454

1839 S. Dupont Hwy.
Dover, DE 19901
(302) 734-9262
FAX (302) 734-3674

One The Square
Milton, DE 19968
(302) 684-8962
FAX (302) 684-8237

Exhibit E



July 1, 2014

Mr. Salvatore DiMario
Executive Director
Delaware Standardbred Owners Association
830 Walker Square
Suite 11-2
Dover, DE 19904

Dear Mr. DiMario:

Harrington Raceway regrettably informs you that we are not able to sponsor the cost of closed captioning for the weekly Post Time show.

Budget restraints will not permit us to participate as one of the major sponsors of Post Time if we have to incur this additional expense.

Thank you,

A handwritten signature in black ink, appearing to read "James K. Boese".

James K. Boese
Chief Operating Officer of Racing

Exhibit F

DOVER DOWNS[®]
HOTEL & CASINO

July 2, 2014

Mr. Salvatore DiMario
Executive Director
Delaware Standardbred Owners Association, Inc.
830 Walker Square, Suite 11-2
Dover, DE 19904

Dear Mr. DiMario,

Dover Downs has been proud to be a sponsor of Post Time for the past several years. However, as it has been well documented, we are in a very tough financial situation where by we must consider all of our expenditures very carefully. Consequently, we are not able to consider an increase to our commitment to Post Time and only hope that we can continue to participate to the extent that we have in the past. If in fact, there are additional costs associated with production, it is beyond our budgetary constraint to help in any way.

Thank you for your inquiry and I trust you fully understand our situation.

Respectfully,



Charles B. Lockhart
Vice-President – Horse Racing